## Nikon

## Financial Results for the Year Ended March 31, 2009

## Conference in Tokyo (May 13, 2009) NIKON CORPORATION

Forward-looking statements for earnings and other performance data contained herein are based on information currently available to the Company, and all potential risks and uncertainties are taken into account. The Company asks that investors understand that changes in conditions may cause actual performance to significantly differ from these projections.

## Agenda

I. Financial Results for the Year Ended March 31,2009

II . Estimation for the Year Ending March 31,2010

III Reference Data

Financial Highlights for the Year Ended March 31, 2009

| Billions of yen | 08/3 <br> (A) | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Previous <br> Forecast <br> as of Feb <br> 5th (B) | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | 09/3 Actual (C) | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Change (C-A) | Change $(\mathrm{C}-\mathrm{B})$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 955.8 | $\frac{445.8}{510.0}$ | 860.0 | $\begin{aligned} & 487.1 \\ & 372.9 \end{aligned}$ | 879.7 | $\frac{487.1}{392.6}$ | -76.1 | +19.7 |
| Operating Income \% vs Net Sales | $135.2$ | $\frac{63.3}{71.9}$ | $\begin{array}{r} 44.0 \\ 5.1 \% \\ \hline \end{array}$ | $\begin{array}{r} \frac{54.1}{-10.1} \end{array}$ | $\begin{array}{r} 48.2 \\ 5.5 \% \\ \hline \end{array}$ | $\frac{54.1}{-5.9}$ | -87.0 | +4.2 |
| $\underset{\%}{\text { Ordinary } \operatorname{Income} \text { Net Sales }}$ | $\begin{gathered} 120.1 \\ 12.6 \% \\ \hline \end{gathered}$ | $\frac{58.9}{61.2}$ | $\underset{4.9 \%}{42.0}$ | $\frac{53.1}{-11.1}$ | $\begin{array}{r} 47.7 \\ \hline 5.4 \% \\ \hline \end{array}$ | $\frac{53.1}{-5.4}$ | -72.4 | +5.7 |
| $\underset{\text { \% vs Ne Sates }}{\text { Net }}$ | $\begin{array}{r} 75.5 \\ 7.9 \% \\ \hline \end{array}$ | $\frac{34.4}{41.1}$ | $\begin{gathered} 24.0 \\ 2.8 \% \\ \hline \end{gathered}$ | $\frac{33.6}{-9.6}$ | $\begin{gathered} 28.1 \\ 3.2 \% \\ \hline \end{gathered}$ | $\frac{33.6}{-5.5}$ | -47.4 | +4.1 |
| Exchange Rate (yen) US\$ EURO | $\begin{aligned} & 114 \\ & 162 \end{aligned}$ | $\begin{aligned} & \frac{119}{109} \\ & \frac{162}{161} \end{aligned}$ | $\begin{aligned} & 100 \\ & 142 \end{aligned}$ | $\begin{array}{r} \frac{106}{93} \\ \frac{163}{121} \\ \hline \end{array}$ | $\begin{aligned} & 101 \\ & 144 \end{aligned}$ | $\begin{array}{r} \frac{106}{95} \\ \frac{163}{125} \\ \hline \end{array}$ | $\underset{-83.4 \text { bililions of yen }}{\text { Financia Im }}$ <br> Financial Impact fo -41.4 billions of yen | act for Net Sales <br> +6.6 billions of ye <br> Operating Incom <br> +1.6 billions of yen |

Rapid economic deterioration and appreciating yen from last Autumn hit achievements directly for the 2 H business performance.
Decline by $8 \%$ in revenue and $60 \%$ level in profit on $y / y$ basis.

## Precision Equipment Company

| Billions of yen | 08/3 <br> Actual Result | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | $\begin{gathered} \text { Previous } \\ \text { Forecast } \\ \text { as of Feb 5th } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | 09/3 <br> Actual Result | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 290.8 | $\frac{140.4}{150.4}$ | 230.0 | $\frac{117.2}{112.8}$ | 219.9 | $\frac{117.2}{102.7}$ |
| $\underset{\text { \% vs Net Sales }}{\substack{\text { Operating Income }}}$ | 43.3 | $\begin{aligned} & \hline \underline{21.3} \\ & 22.0 \\ & \hline \end{aligned}$ | 11.0 | $\frac{12.2}{-1.2}$ | 8.0 | $\frac{12.2}{-4.2}$ |
| IC Steppers \& Scanners | 146/18units | $\frac{68 / 10}{78 / 8}$ | 62/18units | $\frac{32 / 10}{30 / 8}$ | 61/17 units | $\frac{32 / 10}{29 / 7}$ |
| $\underset{\text { Led }}{\substack{\text { LCD } \\ \text { Stepers \& Scanners }}}$ | 45 units | $\frac{24}{21}$ | 65 units | $\frac{37}{28}$ | 65 units | $\frac{37}{28}$ |
| IC Steppers \& Scanners Market Scale CY07/08 | 564 units |  | 296units |  | 296 units |  |
|  | est. 70 units |  | est.110units |  | est.110units |  |

Though LCD Steppers \& Scanners sales increase by $40 \%$ compared to previous term, IC Steppers \& Scanners business shows significant decrease, and decline by $24 \%$ in revenue and $82 \%$ in profit.

## Precision Equipment Company

## Nikon

IC Steppers \& Scanners
Sales by Technology


## Imaging Company

| Billions of yen Cameras \& Lenses <br> (1,000 of units | $\begin{gathered} 08 / 3 \\ \text { Actual Result } \end{gathered}$ | $\frac{1 H}{2 H}$ | $\begin{gathered} \text { Previous } \\ \text { Forecast } \\ \text { as of Feb 5th } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | $\begin{gathered} 09 / 3 \\ \text { Actual Result } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Income | 586.1 | $\frac{270.3}{315.8}$ | 570.0 | $\frac{337.2}{232.8}$ | 596.5 | $\frac{337.2}{259.3}$ |
| Perating Income | 84.0 | $\frac{38.8}{45.2}$ | 35.0 | $\frac{42.0}{-7.0}$ | 40.0 | 42.0 -2.0 |
| $\begin{aligned} & \text { Single-lens Reflex } \\ & \text { DSC } \end{aligned}$ | 3,090 | $\frac{1,470}{1,620}$ | 3,300 | $\frac{1,870}{1,430}$ |  | 20* |
| $\begin{gathered} \text { Interchangeable } \\ \text { Lenses } \end{gathered}$ | 4,450 | $\frac{2,200}{2,250}$ | 4,600 | $\begin{aligned} & \frac{2,630}{1,970} \end{aligned}$ |  | 70* |
| Compact DSC | 8,550 | $\frac{4,030}{4,520}$ | 10,000 | $\frac{5,910}{4,090}$ |  | 30* |
|  | 7,720 |  | 9,500 |  | 9,130 |  |
| Marketseale | 13,070 |  | 16,000 |  | 14,800 |  |
| $\xrightarrow{\text { c.ingc }}$ Marke sale | 98,570 |  | 110,000 |  | 103,690 |  |

$52 \% \mathrm{y} / \mathrm{y}$ profit decline due to 2 H performance deterioration. As for Net Sales of entire year, $2 \%$ increase in revenue and achieve record high. Slightly lower than 20 billions of yen reduction in year-end inventory compared to previous term by production adjustment in 4Q.

## Imaging Company

Shipment value ratio by Product


Shipment value ratio by Region

* 09/3 shows sales value ratio by Product and Region.


## Instruments Company

| Billions of yen | 08/3 | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Previous Forecast as of Feb 5th | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | 09/3 | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 59.0 | $\frac{26.3}{32.7}$ | 44.0 | $\frac{23.2}{20.8}$ | 44.6 | $\underline{23.2}$ |
| Operating Income \% vs Ne Se Sales | 4.1 ${ }_{6.9 \%}$ | 0.9 3.2 | $-3.0$ | -1.3 | - 2.7 | $\begin{array}{r}-1.3 \\ -1.4 \\ \hline\end{array}$ |

Billions of yen


Biological Microscopes business shows steady performance. Industrial equipments business gets strong impact from decline of Capital Expenditure.

## Other Businesses

| Billions of yen | 08/3 | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Previous Forecast as of Feb 5th | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | 09/3 | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 19.8 | $\frac{8.9}{10.9}$ | 16.0 | $\frac{9.6}{6.4}$ | 18.7 | $\frac{9.6}{9.1}$ |
| Operating Income <br> $\%$ vs Ne Sales | 3.6 | $\underline{\underline{2.5}} 1$ | 1.0 | 1.5 -0.5 | $\underset{15.5 \%}{2.9}$ | $\underline{1.5}$ |



## Balance Sheet



## Inventory \& Turnover

Interest-bearing debt \& D/E ratio


## Summary for the Year Ended March 31, 2009

Decline in revenue and profit due to impact of global economic deterioration and rapid appreciation of yen.
-Precision Equipment Company:
Though LCD Steppers \& Scanners sales make a recovery , IC Steppers \&
Scanners, especially ArF-dry, show significant drop in sales.
-Imaging Company:
Achieve record high in Net Sales and decrease inventory by drastic production adjustment under severe market conditions.

Cash dividend per share of common stock
$2^{\text {nd }}$ Half : 5.5 yen
Entire year: 18yen
(decrease of 7 yen compared to previous year)

Agenda
I. Financial Results for the Year Ended March 31,2009
II. Estimation for the Year Ending March 31,2010
III. Reference Data

## Estimation for the year ending March 31, 2010

Actions for corporate structure enhancement
Push through structural reforms immediately to generate sustainable growth even under a severe business environment.

Cut in fixed cost
-Global restructuring of business locations
-Further cut of expenses including advertising expense
Further cost down by procurement rationalization and acceleration of overseas procurement

Implement steady Capital Investment and R\&D for highly selected subjects.

Estimation for the year ending March 31, 2010

| Billions of yen | 09/3 <br> Actual | $\frac{1 H}{2 H}$ | 10/3 <br> Estimation | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 879.7 | $\frac{487.1}{392.6}$ | 680.0 | $\frac{320.0}{360.0}$ | -199.7 |
| Operating Income \% vs Net Sales | $48.2{ }_{5.5 \%}$ | $\frac{54.1}{-5.9}$ | -12.0 | $\frac{-14.0}{2.0}$ | -60.2 |
| $\underset{\text { \%ovs Net Sales }}{\text { Ordinary Income }}$ | $47.7{ }_{\text {5.4\% }}$ | 53.1 -5.4 | -16.0 | -16.0 0 | -63.7 |
| Net Income \% vs Net Sales | $28.1{ }_{3.2 \%}$ | $\frac{33.6}{-5.5}$ | $-17.0$ | $\frac{-15.0}{-2.0}$ | -45.1 |
| Exchange Rate <br> (yen) <br> US\$ <br> Euro | 101 <br> 144 | $\begin{array}{r} \frac{106}{95} \\ \frac{163}{125} \\ \hline \end{array}$ |  |  | Financial Impact for Net Sales est. - 32.0 <br> Financial Impact for Operating Income est. -21.0 |

Push through structural reforms for growth in the next term under a severe business environment. Estimate Operating Loss since 99/3.

## Estimation for Precision Equipment Company

| Billions of yen | $09 / 3$ <br> Actual | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | $10 / 3$ <br> Estimation | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | 219.9 | $\frac{117.2}{102.7}$ | 140.0 | $\frac{60.0}{80.0}$ |
| Operating Income \% vs Net Sales | $8.0{ }_{\text {3.6\% }}$ | $\frac{12.2}{-4.2}$ | - 33.0 | $\frac{-18.0}{-15.0}$ |
| IC Steppers \& Scanners New / Refurbished | 61/17 units | $\frac{32 / 10}{29 / 7}$ | 40/13units | $\underline{17 / 5}$ |
| $\underset{\text { Steppers \& Scanners }}{\text { LCD }}$ | 65 units | $\frac{37}{28}$ | 36 units | 14 <br> 22 |
| IC Steppers \& Scanners Market Scale CY08/09 | 296 units |  | est. 90 units |  |
| LCD <br> Steeppers \& Scanners <br> (TFT-array Only) <br> Market Scale CY08/09 | est.110units |  | est. 70 units |  |

Assume no recovery of business environment for both IC Steppers \& Scanners and LCD Steppers \& Scanners business during 10/3.
Estimate Operating Loss since 04/3.

## Estimation for Precision Equipment Company

IC Steppers \& Scanners
Sales by Technology

IC Steppers \& Scanners
Sales by Region

LCD Steppers \& Scanners
Sales by Generation


## Estimation for Imaging Company

| Billions of yen Cameras \& Lenses 1,000 of units sold | $\begin{gathered} \hline 09 / 3 \\ \text { Actual } \end{gathered}$ | $\frac{1 \mathrm{H}}{2 \mathrm{H}}$ | 10/3 <br> Estimation | $\frac{1 H}{2 H}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | 596.5 | $\frac{337.2}{259.3}$ | 480.0 | $\underline{230.0} 2$ |
| $\underset{\text { \% ws Ne St Sales }}{\text { Operating In }}$ | $40.0{ }_{6.7 \%}$ | 42.0 -2.0 | 25.0 | $\stackrel{8.0}{17.0}$ |
| $\begin{aligned} & \text { Single-lens Reflex } \\ & \text { DSC } \end{aligned}$ | 3,420 |  | 3,400 | 1,700 |
| Interchangeable Lenses | 4,870 |  | 4,800 | $\frac{2,400}{2,400}$ |
| Compact DSC | 10,330 |  | 10,000 | $\begin{aligned} & \hline \frac{4,700}{5,300} \\ & \hline \end{aligned}$ |
| SLR-DSC Market Scale | 9,130 |  | 9,200 |  |
| $\begin{gathered} \text { IL } \\ \text { Market Scale } \end{gathered}$ | 14,800 |  | 15,000 |  |
| $\begin{gathered} \text { C-DSC } \\ \text { Market Scale } \end{gathered}$ | 103,690 |  | 103,000 |  |

Target the same level of sales units as previous term in spite of severe business environment. Estimate decline in revenue and profit by change of D-SLR products mix and impact of appreciating yen. Assume that the worst environment of previous 2 H is over and secure Operating Income in the black.

## Estimation for Imaging Company

## Sales value ratio by Product \& Region



## Estimation for Instruments Company



Billions of yen


## Estimation for Other Business



Billions of yen
21
18
15
12
9
6


## Estimation for Capital Expenditure, Depreciation and R\&D

## [Capital Expenditure \& Depreciation]

Billions of yen

[R\&D]
Billions of yen

## Estimation for Cash Flows



## Summary of Estimation for the Year Ending March 31, 2010

Assume that the demand structure after the global recession will change, and the market growth after the recovery will be slower.

Push out of Capital Expenditure and slow consumption continues for a while. Secure a good position in preparation for the recovering time.

Lower the break-even point of the entire Nikon group and increase profitability by further enhancing competitiveness of main businesses in addition to reform business structure. They will lead to the sustainable growth.

Aim to continue "stable cash dividend" despite our financial estimation in deficit.

## Agenda

## I. Financial Results for the Year Ended March 31,2009

II. Estimation for the Year Endir March 31,2010
III. Reference Data

## Exchange Rate

10/3
Estimation

|  | $10 / 3$ <br> Forecast | Net Sales | Operating <br> Income |
| :---: | :---: | :---: | :---: |
| US\$ | 95 yen | Approx. 2.2 <br> Billions of yen | Approx. 1.0 <br> Billions of yen |
| EURO | 125 yen | Approx. 1.0 <br> Billions of yen | Approx. 0.8 <br> Billions of yen |

## Estimation for the Year Ending March 31, 2010

| Billions of yen |  | 09/3 Actual |  | 10/3 Estimation |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income | 1H | 48.2 | 54.1 | -12.0 | -14.0 |
|  | 2H |  | -5.9 |  | 2.0 |
| Non-operating Income |  |  | 8.0 |  | 10.0 |
| Non-operating Expenses |  |  | 8.5 |  | 14.0 |
| Ordinary <br> Income | 1H | 47.7 | 53.1 | -16.0 | -16.0 |
|  | 2H |  | -5.4 |  | 0 |
| Extra ordinary gain \& loss |  |  | -8.5 |  | -6.0 |
| Income Taxes |  |  | 11.1 |  | -5.0 |
| Net Income | 1H | 28.1 | 33.6 | -17.0 | -15.0 |
|  | 2H |  | -5.5 |  | -2.0 |

## Quarterly Net Sales by segment



## Quarterly Operating Income by segment



